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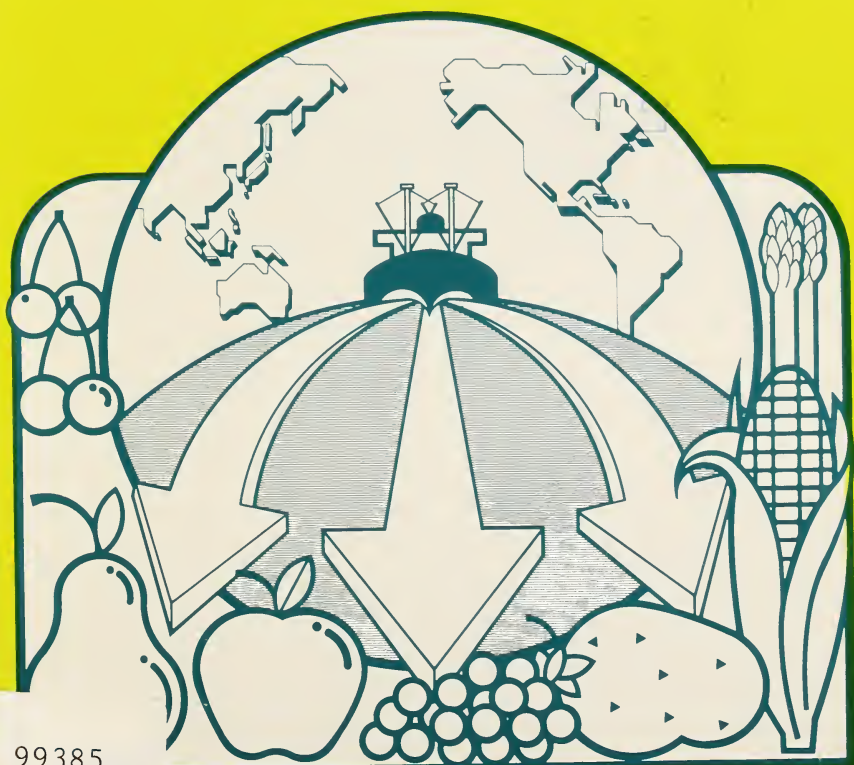
Rural  
Development  
Administration

Cooperative  
Services

Service Report 21

October 1994

# Directory of U.S. Agricultural Cooperative Exporters



99385

# Abstract

## Directory of U.S. Agricultural Cooperative Exporters

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Rural Development Administration  
Cooperative Services  
Ag Box 3255  
Washington, DC 20250-3255

This directory includes an index by product type and an alphabetical listing of 102 cooperatives. Listing includes cooperative's name, address, contact person, telephone and FAX numbers, and a description of commodities exported. All listings in this directory are voluntary. Cooperatives must be able to carry out export transactions themselves or with an exclusive agent to be included in this directory.

***Keywords:*** Cooperatives, exports, directory

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## Preface

This directory provides information for importers seeking to contact U.S. farmer cooperative exporters. The first section is an index by product type and the second section is an alphabetical listing of cooperatives providing contact information.

The listing by cooperative includes the address, contact person, telephone and FAX numbers, and a description of commodities exported. In some cases, cooperatives have jointly established trading organizations which are referred to under the heading "Commodities Exported." Some listings may include brands.

All listings in this directory are voluntary, and there are no membership or organization affiliation requirements. This directory lists 102 cooperatives or their marketing agencies that are capable of responding to inquiries and carrying out export transactions themselves or with third-party representation.

Importers interested in U.S. cooperatives not currently exporting may contact The Rural Development Administration, Cooperative Services, for assistance in identifying those organizations. This directory will be periodically updated and revised.



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## COOPERATIVE EXPORTERS

### **Ag Processing Inc. (AGP)**

12700 W. Dodge Road  
Omaha, NE 68154

*Contact:* Glen Heitritter  
Manager of Export Sales

*Telephone:* (402) 498-2210

*FAX:* (402) 496-6686

*Commodities Exported:* Degummed soybean oil, fully refined soybean salad oil, and soybean meal.

### **Agripac, Inc.**

P.O. Box 5346  
Salem, OR 97304

*Contact:* Douglas Frengle  
Export Sales Manager

*Telephone:* (503) 363-9255

*FAX:* (503) 371-5666

*Commodities Exported:* Beans - green and Italian, sweet corn - whole kernel and cream style, carrots, mixed vegetables, beets, squash, and cherries (canned and frozen).

### **Agway Inc.**

P.O. Box 4933  
Syracuse, NY 13221

*Contact:* Ronald P. Hazenstab  
Manager of Specialty Operations

*Telephone:* (315) 449-7859

*FAX:* (315) 449-7292

*Commodities Exported:* Dry edible beans, pet foods, and seed - potato, vine, clover, alfalfa, and sunflower.

## **AMCOT**

Box 2827

Lubbock, TX 79408

*Contact:* C. L. Hodges  
Chairman

*Telephone:* (806) 763-8011

*FAX:* (806) 762-7335

*TELEX:* 510 988 1206

*Commodities Exported:* All major U.S. cotton varieties.  
(Marketing agent for CALCOT, Ltd., STAPLCOTN, Plains  
Cotton Cooperative Association, and Southwestern Irrigated  
Cotton Growers Association (SWIG))

## **Anderson's Peanuts**

A Division of Alabama Farmers Cooperative, Inc.

P.O. Drawer 420

Opp, AL 36467

*Contact:* John Reed  
Sales Manager

*Telephone:* (205) 493-4591

*FAX:* (205) 493-7767

*Commodities Exported:* Shelled peanuts - Runner variety.

## **Associated Milk Producers, Inc.**

P.O. Box 790287

San Antonio, TX 78279-0287

*Contact:* Noble Anderson  
General Manager

*Telephone:* (512) 340-9100

*FAX:* (512) 340-9112

*Commodities Exported:* Dry milk products, fluid milk, condensed  
milk, cream, butter, cheese and whey products.

**B & W Co-op, Inc.**

P.O. Box 518

Breckenridge, MI 48615

*Contact:* Patrick Frasco  
Manager of Bean Marketing

*Telephone:* (517) 842-3104

*FAX:* (517) 842-3108

*Commodities Exported:* Dry edible beans - navy, cranberry, pinto, light red kidney, black, and adzuki.

*Brands:* B & W.

**Blue Anchor, Inc.**

200 North N Street

P.O. Box 367

Dinuba, CA 93618

*Contact:* Jim Llano  
Export Sales Manager

*Telephone:* (209) 591-2583

*FAX:* (209) 591-7181

*Commodities Exported:* Table grapes, kiwifruit, peaches, plums, nectarines, cherries, apples, and pears.

*Brands:* Blue Anchor.

**Blue Chelan, Inc.**

P.O. Box 789

Chelan, WA 98816

*Contact:* Mike Lust  
Sales Manager

*Telephone:* (509) 682-4027

*FAX:* (509) 682-4620

*Commodities Exported:* Apples and pears.

**Blue Diamond Growers**

P.O. Box 1768

Sacramento, CA 95812

*Contact:* Rex Lake  
Director of International Sales

*Telephone:* (916) 442-0771

*FAX:* (916) 446-8622

*TELEX:* 494-9933

*Commodities Exported:* Almonds, hazelnuts, pistachios, and macadamias.

**Cal/West Seeds**

P.O. Box 1428

Woodland, CA 95776

*Contact:* Paul Baumer  
President

*Telephone:* (916) 666-3331

*FAX:* (916) 666-5317

*TELEX:* 377407

*Commodities Exported:* Seed - alfalfa, ladino clovers, Sudan grass, and safflower.

**Calavo Growers of California**

P.O. Box 26081

Santa Ana, CA 92799-6081

*Contact:* Jeff Long  
Manager of International  
& Diversified Fresh Products

*Telephone:* (714) 259-1166

*FAX:* (714) 259-4810

*Commodities Exported:* Fresh avocado, kiwifruit, papaya, and mangos.

*Brands:* Calavo, Calavo Gold Papayas.

**Calavo Foods, Inc.** (Wholly owned subsidiary of Calavo Growers)

*Contact:* Richard Ferguson  
Director of International Sales and Marketing

*Telephone:* (714) 259-1166

*FAX:* (714) 259-7631

*Commodities Exported:* Frozen avocado products - guacamole, dip, sauce, and pulp.

*Brands:* Calavo.

**Calberi Inc.**

3605 West Pendleton Avenue  
Santa Ana, CA 92704

*Contact:* Mack Ramsay  
Executive Vice President

*Telephone:* (714) 979-5221

*FAX:* (714) 641-7542

*Commodities Exported:* Fresh and frozen strawberries.

**Calcot, Ltd.**

P.O. Box 259  
Bakersfield, CA 93302

*Contact:* Bruce Groefsema  
Senior Vice President, Sales

John Burch  
Assistant Vice President, Export Sales

*Telephone:* (805) 327-5961

*FAX:* (805) 861-9870

*TELEX:* 6839421

*Commodities Exported:* Cotton (also see listing for AMCOT).



## **California Bean Growers Association**

P.O. Box 24610

Ventura, CA 93002

*Contact:* Fred Beltran  
President

Mark Pickett  
General Manager

*Telephone:* (805) 652-0683

*FAX:* (805) 652-0430

*Commodities Exported:* Dry edible beans - large lima, baby lima, black-eye, pink, light red kidney, dark red kidney, small white, flat white, Great Northern, pinto, and navy. Canned and packaged beans.

## **California Planting Cotton Seed Distributors**

Box 1281

Bakersfield, CA 93302

*Contact:* Tom Cherry  
Manager

*Telephone:* (805) 324-9858

*FAX:* (805) 324-5312

*Commodities Exported:* Acala cotton planting seed.

## **California Sweet Potato Growers**

Box 534

Livingston, CA 95334

*Contact:* Diane Post  
Sales Manager

*Telephone:* (209) 394-7935

*FAX:* (209) 394-8433

*Commodities Exported:* Sweet potatoes.

*Brands:* King, Mr. Jumbo, and Sunny II.

**California Wild Rice Growers Association, Inc.**  
Hc-01 Osprey Drive  
Fall River Mills, CA 96028

*Contact:* Todd Brown  
General Manager

*Telephone:* (916) 336-5222  
(800) 626-4366

*FAX:* (916) 336-5265

*Commodities Exported:* Wild rice.

**Center Potato Growers Cooperative**  
P.O. Box 340  
Center, CO 81125

*Contact:* Tom Perrin  
General Manager

*Telephone:* (719) 754-3492  
*FAX:* (719) 754-3673

*Commodities Exported:* Potatoes.

**Central Valley Bean Cooperative**  
Box 162  
Buxton, ND 58218

*Contact:* Gary Fuglesten  
General Manager

*Telephone:* (701) 847-2622  
*FAX:* (701) 847-2623

*Commodities Exported:* Pinto beans.

**Cherry Central Cooperative, Inc.**

P.O. Box 988

Traverse City, MI 49685

*Contact:* James D. Giannestras  
Vice President, Sales and Marketing

*Telephone:* (616) 946-1860

*FAX:* (616) 941-4167

*Commodities Exported:* Frozen and canned red tart cherries and dark sweet cherries, frozen blueberries, and apples.

**Chief Tonasket Growers**

P.O. Box 545

Tonasket, WA 98855

*Contact:* Raymond Cobert  
General Manager

*Telephone:* (509) 486-2914

*FAX:* (509) 486-1815

*Commodities Exported:* Apples and pears.

**Chief Wenatchee Association**

P.O. Box 1091

Wenatchee, WA 98807

*Contact:* Brian Birdsall  
President

*Telephone:* (509) 662-8251

*FAX:* (509) 662-9415

*Commodities Exported:* Fresh apples, pears, cherries, prunes, plums, nectarines, and apricots.

*Brands:* Chief Wenatchee, Chief Supreme, Wenatchee Gold, and Chief Chelan.

**Citrus World, Inc.**  
Box 1111  
Lake Wales, FL 33859

*Contact:* Leslie Powell or Susan Keen  
International Sales Managers

*Telephone:* (813) 676-1411  
*FAX:* (813) 676-0114

*Commodities Exported:* Citrus juices and related fruit juices (consumer and industrial pack).

*Brands:* Florida's Natural Premium Juices, Blue Bird Brand, Donald Duck Brand, Texsun Brand, and Vintage.

**Comstock Michigan Fruit**  
P.O. Box 20670  
Rochester, NY 14602

*Contact:* Paul DiGenova  
Director of Special Markets

*Telephone:* (716) 383-1070  
*FAX:* (716) 383-8413

*Commodities Exported:* Canned and frozen vegetables, pie fillings, canned fruit, cheese sauces, maraschino cherries, bakery jams, jellies, puddings, popcorn, salsas, and salad dressings.

**Cooperative Elevator Company**  
7212 Michigan Avenue  
Pigeon, MI 48755

*Contact:* John P. Kohr  
President

*Telephone:* (517) 453-4500  
*FAX:* (517) 453-3942

*Commodities Exported:* Dry edible beans - Navy, black, and pinto; corn and white wheat (bagged or bulk).

**Countrymark Cooperative, Inc.**

950 North Meridian Street  
Indianapolis, IN 46204-3909

*Contact:* Stephen W. Cavanaugh  
Vice President, Grain Marketing

*Telephone:* (317) 685-3300

*FAX:* (317) 685-3348

*Commodities Exported:* Corn, soybeans, soybean meal, Soft Red Winter wheat, and Soft White Winter wheat.

**Darigold, Inc.**

P.O. Box 79007  
Seattle, WA 98119-3983

*Contact:* Roger Miller  
Sales Manager, Manufactured Products

*Telephone:* (206) 286-6732

*FAX:* (206) 281-3456

*Commodities Exported:* Whey powder and nonfat dry milk powder.

*Brands:* Darigold.

**Delta Pride Catfish, Inc.**

P.O. Box 850  
Indianola Industrial Park  
Indianola, MS 38751

*Contact:* Sissy Sullivan  
Vice President, Marketing

Jerry Holaday  
Export Sales

*Telephone:* (601) 887-5401

*FAX:* (601) 887-5950

*Commodities Exported:* Farm-raised catfish.

**Diamond Fruit Growers, Inc.**

P.O. Box 180

Hood River, OR 97031

*Contact:* Brian Lay  
Export Sales Manager

*Telephone:* (503) 354-1394

*FAX:* (503) 354-2123

*Commodities Exported:* Fresh pears, apples, and cherries.

*Brands:* Diamond.

**Diamond Walnut Growers, Inc.**

P.O. Box 1727

Stockton, CA 95201

*Contact:* William Chalkley  
Vice President, International Sales

*Telephone:* (209) 467-6000

*FAX:* (209) 467-6714

*Commodities Exported:* Walnuts.

**Dundee Citrus Growers Association**

Box 1739

Dundee, FL 33838

*Contact:* Elise Whann  
Sales Manager

*Telephone:* (813) 439-1574

*FAX:* (813) 439-1917

*Commodities Exported:* Grapefruit and oranges.

**Farmers' Rice Cooperative**

P.O. Box 15223

Sacramento, CA 95851-0223

*Contact:* Paul Crutchfield  
Senior Vice President of Operations

*Telephone:* (916) 923-5100

*FAX:* (916) 920-3321

*Commodities Exported:* Rice - short, medium, long milled, milled white or brown (bulk or packaged).

**Farmland Foods, Inc. (Division of Farmland Industries, Inc.)**

P.O. Box 7527

Kansas City, MO 64116

*Contact:* Rick Carlson  
Director of International Marketing

*Telephone:* (816) 891-1276

*FAX:* (816) 891-1451

*TELEX:* 43-6072

*Commodities Exported:* Fresh frozen, processed, and canned pork. Canned hams, canned picnic shoulders, canned pork provisions, smoked hams and pork shoulders, sliced bacon, hot dogs, smoked bellies, all fresh/frozen pork products, whole pigskins, offal, and semi-dry processed pork.

**Farmland Industries, Inc.**

P.O. Box 7305

Kansas City, MO 64116

*Contact:* Bill Alken  
Vice President, International\Transportation

*Telephone:* (816) 459-5111

*FAX:* (816) 459-5110

*TELEX:* 436-072

*Commodities Exported:* Fertilizers - ammonia, urea, DAP and MAP; feeds - swine, beef, and pet; livestock health and nutrition products; agricultural petroleum products; and agricultural chemicals.

**Farmland Industries, Inc., Grain Division**

5401 N. Oak

Kansas City, MO 64118

*Contact:* Bryce Wells  
Director, Grain Marketing

*Telephone:* (816) 459-3808

*FAX:* (816) 459-3805

*Commodities Exported:* Hard Red wheat and grain sorghum.



**Federated Genetics**

(Partnership of Atlantic Breeders Cooperative, Louisiana  
Animal Breeders Cooperative, and Eastern Artificial  
Insemination Cooperative, Inc.)

1581 Apollo Drive  
Lancaster, PA 17601

*Contact:* Loreley Nogués  
International Sales Specialist

Michael E. Sleeper  
International Sales Manager

*Telephone:* (717) 569-7888

*FAX:* (717) 569-4672

*TELEX:* 7401039

*Commodities Exported:* Frozen bovine semen. (Also see listing  
for World-Wide Sires, Inc.)

**FernTrust, Inc.**

P.O. Box 9  
Seville, FL 32190

*Contact:* William M. Dellecker  
Executive Vice President

*Telephone:* (904) 749-9249

*FAX:* (904) 749-9248

*Commodities Exported:* A full range of cut decorative greens  
from Florida, including Graded Leatherleaf Fern, Ming Fern,  
Asparagus, Plumosus, Sprengeri, Pittosporum (green and vari-  
gated), Aspidistra, Nagi, Feather Fern, and others. Western  
Greens, such as Bear Grass and Salal, and other seasonal and  
novelty greens are also available.

**Frenchman Valley Farmers Cooperative**

P.O. Box 578

Imperial, NE 69033

*Contact:* Terry Beard  
Grain and Bean Division Manager

*Telephone:* (308) 882-4381

*FAX:* (308) 882-4380

*Commodities Exported:* Corn, wheat, dry edible beans, popcorn, and sunflowers.

**Fresno Cooperative Raisin Growers**

4466 North Dower Street

Fresno, CA 93722

*Contact:* Richard Orique  
Business Manager

*Telephone:* (209) 275-3710

*FAX:* (209) 275-3908

*Commodities Exported:* Raisins.

**Gibson Wine Company**

1720 Academy Ave.

Sanger, CA 93657

*Contact:* Kim Spruance  
General Manager

*Telephone:* (209) 875-2505

*FAX:* (209) 875-4761

*Commodities Exported:* Grape wine, fruit and berry wines, varietals, and sparkling wines.

**Gold Crown Macadamia Association**

P.O. Box 235

Fallbrook, CA 92028-0235

*Contact:* B. M. Scholes  
Secretary/Treasurer

*Telephone:* (619) 728-4532

*Commodities Exported:* Macadamia nuts.

**Gold Kist Inc.**

P.O. Box 2210

Atlanta, GA 30301

*Contact:* Alex Stripling  
Export Manager

*Telephone:* (404) 393-5070

*FAX:* (404) 393-5228

*TELEX:* 154 119

*Commodities Exported:* Broilers, Cornish hens, pork, beef, eggs, peanuts, and livestock feed.

**Golden Gem Growers, Inc.**

P.O. Box 609503

Orlando, FL 32860

*Contact:* Steve Dennis  
Director of Industrial Sales

*Telephone:* (407) 886-8000

*FAX:* (407) 886-8994

*Commodities Exported:* Frozen concentrated orange juice, formulated drink concentrates, and frozen concentrated grapefruit juice.

**Harvest States Cooperatives**

1667 N. Snelling Avenue

St. Paul, MN 55108

*Contact:* Mark Palmquist  
Sr. Vice President, Grain Marketing

*Telephone:* (612) 646-9433

*FAX:* (612) 641-6857

*TELEX:* 170 394

*Commodities Exported:* Barley, corn, flax, millet, milo, oats, rye, soybeans, oilseeds/oilseed meal, and refined oils. Wheat - Soft White, Dark Northern Spring, Hard Red Winter, and Durum.

**Hazelnut Growers of Oregon**

P.O. Box 626

Cornelius, OR 97113

*Contact:* Ronald D. Hansberry  
President

*Telephone:* (503) 648-4176

*FAX:* (503) 648-9515

*Commodities Exported:* Inshell and shelled hazelnuts.

**Illinois Foundation Seeds, Inc.**

P.O. Box 722

Champaign, IL 61824

*Contact:* Dale Cochran  
Manager

*Telephone:* (217) 485-6260

*FAX:* (217) 485-3687

*Commodities Exported:* Sweet corn seed.

**Index Fresh of California**

P.O. Box 250

Bloomington, CA 92316

*Contact:* Michael Brown  
President/COO

Carolina Astorga MacIntyre  
Import and Export Coordinator

*Telephone:* (909) 877-1577

*FAX:* (909) 877-0495

*Commodities Exported:* Fresh Avocado.

*Brands:* INDEX FRESH and AVOCAL.

**Knouse Foods, Inc.**

800 Peach Glen/Idaville Road

Peach Glen, PA 17375-0001

*Contact:* Linda Lehman  
Export Sales Manager

*Telephone:* (717) 677-8181

*FAX:* (717) 677-7069

*Commodities Exported:* Apple products - applesauce, apple juice, pie filling, vinegar, and apple specialty products.

**Kona Pacific Farmers Cooperative**

P.O. Box 626

Kealahou, HI 96750

*Contact:* Sotero Agoot, Jr.  
General Manager

*Telephone:* (808) 328-2411

*FAX:* (808) 328-2414

*Commodities Exported:* Coffee.

**Lake Country Storage Cooperative, Inc.**

10529 Ridge Road  
Wolcott, NY 14590

*Contact:* Bob Fletcher  
General Manager

*Telephone:* (315) 594-8049

*FAX:* (315) 594-8040

*Commodities Exported:* Apples.

**Land O'Lakes, Inc.**

P.O. Box 116  
Minneapolis, MN 55440

*Contact:* John Bottger  
V.P. Spreads\Specialty Products  
Dairy Foods Operations

*Telephone:* (612) 481-2920

*FAX:* (612) 481-2255

*Commodities Exported:* Processed dairy products.

**Land O'Lakes, Inc.**

P.O. Box 64089  
St. Paul, MN 55164-0089

*Contact:* Garrit Memelink

*Telephone:* (612) 451-5412

*FAX:* (612) 451-5407

*Commodities Exported:* Animal milk replacers and other feeds.  
Seed - soybean and corn.

*Brands:* MaxiCare calf milk replacer and LitterMilk pig milk  
replacer.

**Loomis Fruit Growers Association**

Box 505

Loomis, CA 95650

*Contact:* Randolph Hansen  
General Manager

*Telephone:* (916) 652-7251

*Commodities Exported:* Plums, pears, and persimmons.

**Majestic Valley Produce**

P.O. Box 658

Wenatchee, WA 98807

*Contact:* Gerry Jessup  
Sales Manager

*Telephone:* (509) 663-8585

*FAX:* (509) 662-7091

*Commodities Exported:* Fresh apples, pears, apricots, and cherries.

(Cooperative marketing agent for Blue Star Growers Inc., Peshastin Fruit Growers Association, Skookum Inc., Oro Fruit Co., and Holt & Robinson)

**Manson Growers Cooperative**

Box 322

Manson, WA 98831

*Contact:* Buck Oden  
Sales Manager

*Telephone:* (509) 687-3530

*FAX:* (509) 687-9657

*Commodities Exported:* Apples.

**Mayflower Fruit Association**

Box 308

Exeter, CA 93221

*Contact:* William McMahon  
Broker for Cooperative

*Telephone:* (209) 592-6245

*FAX:* (209) 592-6247

*Commodities Exported:* Treefruit and grapes.

*Brands:* Mayflower.

**MBG Marketing**

P.O. Drawer B

Grand Junction, MI 49056

*Contact:* Rodney Cook  
Dir. of Operations

*Telephone:* (616) 434-6791

*FAX:* (616) 434-6997

*Commodities Exported:* Fresh, frozen, individually quick frozen blueberries; purees, concentrates, and other custom processed blueberry products.

*Brands:* Great Lakes, Great Sunbelt, and Great American.

**Mid-America Dairymen, Inc.**

P.O. Box 1837

Springfield, MO 65801-1837

*Contact:* Daniel Williams  
Vice President, Sales and Marketing

*Telephone:* (417) 865-7100

*FAX:* (417) 865-8194

*Commodities Exported:* Sport Shake (non-refrigerated milkshake available in three flavors—chocolate, strawberry, and vanilla).



**Midwest Agri-Commodities Co.**

100 Tamal Plaza, Suite 180

Corte Madera, CA 94925

*Contact:* Chuck Hufford  
President

*Telephone:* (415) 924-4633  
(800) 227-5185

*FAX:* (415) 388-4209

*Commodities Exported:* Dried beet pulp pellets, beet molasses, hay cubes, and compressed alfalfa bales.

**Mountain Orchard Cooperative**

P.O. Box 200

Aspers, PA 17304-0200

*Contact:* George M. Peters  
Chief Executive Officer

*Telephone:* (717) 677-7155  
*FAX:* (717) 677-9890

*Commodities Exported:* Fresh pack apples, pears, and peaches.

**Mushroom Cooperative Canning Company**

P.O. Box 389

Kennett Square, PA 19348

*Contact:* D. Newhard  
Chief Executive Officer

*Telephone:* (215) 444-1400  
*FAX:* (215) 444-9457

*Commodities Exported:* Canned mushrooms - whole, sliced, or diced; frozen mushrooms - sliced and diced.

**Naturipe Berry Growers**

P.O. Box 1648

Watsonville, CA 95077

*Contact:* Craig Moriyama  
Fresh Sales Manager

*Telephone:* (408) 722-3505

*FAX:* (408) 722-0231

*Commodities Exported:* Fresh and frozen strawberries and fresh kiwifruit.

*Brands:* Naturipe.

**NOBA, Inc.**

P.O. Box 607

Tiffin, OH 44883

*Contact:* Walter Oelfke  
Export Manager

*Telephone:* (904) 454-3853

*FAX:* (904) 454-2089

*Contact:* Janet Eckelberry  
Export Coordinator

*Telephone:* (419) 447-6262

*FAX:* (419) 447-6084

*Contact:* Ed Silba  
Export Assistant

*Telephone:* (407) 348-4475

*FAX:* (407) 348-4475

*Commodities Exported:* Frozen bovine semen. (Also see listing for World-Wide Sires, Inc.)

**Norbest, Inc.**

P.O. Box 1000

Midvale, UT 84047-1000

*Contact:* Robert Cluff  
Export Manager

*Telephone:* (801) 566-5656

*FAX:* (801) 255-2309

*Commodities Exported:* Whole turkeys, turkey parts, and cooked turkey products.

**NORPAC Foods, Inc.**

P.O. Box 458

Stayton, OR 97383

*Contact:* Mike Klock  
Industrial Sales Manager

*Telephone:* (503) 635-9311

*FAX:* (503) 635-7498

*Commodities Exported:* Frozen foods - corn, vegetable blends, potatoes, fruits, and soups. Canned vegetables. Frozen pasta salads.

**Ocala Breeder Sales Company**

1701 Southwest 60th Avenue

Ocala, FL 34474

*Contact:* Bob Gulick  
Director of Sales

*Telephone:* (904) 237-2154

*FAX:* (904) 237-3566

*Commodities Exported:* Thoroughbred horses.

**Ocean Spray Cranberries, Inc.**

One Ocean Spray Drive

Lakeville/Middleboro, MA 02349

*Contact:* Warren Bowen  
International Administration

*Telephone:* (508) 946-1000

*FAX:* (508) 946-7726

*Commodities Exported:* Cranberries and cranberry products.  
Grapefruit and grapefruit products.

**Oregon Cherry Growers**

P.O. Box 439

The Dalles, OR 97058

*Contact:* Robert Thompson  
President/CEO

*Telephone:* (503) 296-5487

*FAX:* (503) 296-2509

*Commodities Exported:* Cherries - fresh, frozen, brine, and  
maraschino.

**Pacific Coast Producers**

P.O. Box 1600

Lodi, CA 95241-1600

*Contact:* Larry D. Clay  
President

*Telephone:* (209) 367-8800

*FAX:* (209) 339-8815

*Commodities Exported:* Canned apricots, grapes, peaches, pears,  
tomatoes, and fruit cocktail.

**Pioneer Growers Cooperative**

P.O. Box 490

Belle Glade, FL 33430

*Contact:* Gene Duff  
Executive Vice President

*Telephone:* (407) 996-5561

*FAX:* (407) 996-5703

*Commodities Exported:* Sweet corn, radishes, Chinese cabbage, celery, and carrots.

**Plains Cooperative Oil Mill**

P.O. Box 841

Lubbock, TX 79408-0841

*Contact:* Robert Lacy  
Marketing

*Telephone:* (806) 747-3434

*FAX:* (806) 744-3221

*Commodities Exported:* Cottonseed oil, meal, hulls, and cut linters. (Also see listing for Soy-Cot Sales, Inc.)

**Plains Cotton Cooperative Association**

P.O. Box 2827

Lubbock, TX 79408

*Contact:* David Stanford  
Vice President, Marketing

*Telephone:* (806) 763-8011

*FAX:* (806) 762-7335

*Commodities Exported:* Cotton (also see listing for AMCOT).

**Producers' Rice Mill**

Box 461

Stuttgart, AR 72160

*Contact:* Marvin Baden  
Vice President, Marketing and Sales

*Telephone:* (501) 673-4444

*FAX:* (501) 673-8131

*TELEX:* 536-455

*Commodities Exported:* Rice and related products.

**Ranchers Cotton Oil**

P.O. Box 2596

Fresno, CA 93745

*Contact:* Glen N. Janzen  
President

*Telephone:* (209) 443-5270

*FAX:* (209) 443-5286

*Commodities Exported:* Cottonseed.

**Regal Fruit Cooperative, Inc.**

Box 528

Tonasket, WA 98855

*Contact:* Gerald L. Alumbaugh  
General Manager

*Telephone:* (509) 486-2160

*FAX:* (509) 486-4786

*Commodities Exported:* Apples and pears.

**Rice Growers Association of California**

P.O. Box 958

Sacramento, CA 95812-0958

*Contact:* Bill Ludwig  
Export Manager

*Telephone:* (916) 371-6941

*FAX:* (916) 372-7158

*Commodities Exported:* Rice.

*Brands:* Hinode, Hinode California Brown, Hinode Southern Recipe, Hinode Fiesta Recipe, Hinode California White, Hinode Harvest Blend, Hinode California Recipe, Hinode White & Wild, Silver Pearl, RGA, Kokusai, Kokusai Rose, Good Fortune, and Golden Pearl.

**Riceland Foods, Inc.**

P.O. Box 927

Stuttgart, AR 72160

*Contact:* Carl Brothers  
Senior Vice President, Marketing

*Telephone:* (501) 673-5202

*FAX:* (501) 673-5667

*Commodities Exported:* Rice, rice by-products, rice bran, rice flour, and related products. Soybean oils and shortenings, lecithin, and soybean by-products. Sorghum, Soft Red wheat, and corn.

*Brands:* Riceland and Chef Way.

**Saginaw Bay Potato Cooperative Inc.**

385 West Cass Avenue

Munger, MI 48747

*Contact:* Irma Abbs  
Manager

*Telephone:* (517) 892-0122

*FAX:* (517) 892-7333

*Commodities Exported:* Potatoes.

**San Joaquin Valley Hay Growers Association**

P.O. Box 1127

Tracy, CA 95378-1227

*Contact:* Melvin M. Coelho  
Manager

*Telephone:* (209) 835-1622

*FAX:* (209) 835-0719

*Commodities Exported:* Alfalfa hay and alfalfa cubes.

**Seald-Sweet Growers, Inc.**

P.O. Box 6152

Vero Beach, FL 32961

*Contact:* James B. McCranie  
Executive Vice President, Marketing

*Telephone:* (407) 569-2334

*FAX:* (407) 562-9038

*Commodities Exported:* Fresh grapefruit and oranges.

*Brands:* Florigold and Seald Sweet.



**SF Services, Inc.**  
P.O. Box 500  
Madison, MS 39130

*Contact:* Robert Dixon  
President

*Telephone:* (601) 856-2400  
*FAX:* (601) 856-3979

*Commodities Exported:* Livestock and poultry feeds, fish and pet foods.

**Sioux Honey Association**  
P.O. Box 388  
Sioux City, IA 51102

*Contact:* Jim Powell  
Export Manager

*Telephone:* (712) 258-0638  
*FAX:* (712) 258-1322

*Commodities Exported:* Honey.  
*Brands:* Sue Bee Honey.

**Sire Power, Inc.**  
RR 2 Box 20  
Tunkhannock, PA 18657

*Contact:* Fred Bowman  
Export Sales Manager (Latin America)

*Telephone:* (717) 836-3168  
*FAX:* (717) 836-1490

*Commodities Exported:* Frozen bovine semen.  
(Also see listing for World-Wide Sires, Inc.)

**Snokist Growers**

P.O. Box 1587

Yakima, WA 98907

*Contact:* Truman Yeager  
Vice President, Fresh Fruit Sales

*Telephone:* (509) 453-5631

*FAX:* (509) 457-6417

*TELEX:* 5101 01 3254

*Contact:* Larry West  
Vice President, Processed Fruit Sales

*Telephone:* (509) 453-4739

*FAX:* (509) 453-1620

*Commodities Exported:* Fresh apples, pears, and cherries (in season), pouch pack applesauce.

**Southern States Cooperative, Inc.**

P.O. Box 26234

Richmond, VA 23260

*Contact:* Tom Garnett  
Vice President, International Sales

*Telephone:* (804) 281-7772

*FAX:* (804) 281-1383

*Commodities Exported:* Livestock, dairy and poultry feed, fertilizer, farm supplies, and seed.

**Southwestern Irrigated Cotton Growers Association  
(SWIG)**

P.O. Box 1709

El Paso, TX 79949

*Contact:* Hans-Georg Kretschmer  
Exec. Vice-President, Sales

*Telephone:* (915) 581-5441

*FAX:* (915) 581-4138

*TELEX:* 74-9434

*Commodities Exported:* Cotton and cottonseed (also see listing for AMCOT).

**Soy-Cot Sales, Inc.**

2590 E. Devon Avenue

Des Plaines, IL 60018

*Contact:* Ann M. Vicek  
President

*Telephone:* (708) 297-4160

*FAX:* (708) 297-4166

*Commodities Exported:* PBSY (once-refined) cottonseed oil.  
(Cooperative marketing agent for Plains Cooperative Oil Mill,  
Producers Cooperative Oil Mill, Valley Cooperative Oil Mill, and  
Yazoo Valley Oil Mill)

**Staple Cotton Cooperative Association (STAPLCOTN)**  
P.O. Box 547  
Greenwood, MS 38935

*Contact:* Meredith Allen  
Vice President, Marketing  
Michael Adams  
Export Manager

*Telephone:* (601) 453-6231  
*FAX:* (601) 453-5347

*Commodities Exported:* Cotton (also see listing for AMCOT).

**Sun-Diamond Growers of California**  
5568 Gibraltar Drive  
Pleasanton, CA 94588-8544

*Contact:* Thomas Leahy  
Vice President, International Sales

*Telephone:* (510) 463-8200  
*FAX:* (510) 463-7492

*Commodities Exported:* Raisins, prunes, dried figs, dried apricots, dried peaches, mixed fruit, pecans, hazelnuts, mixed nuts, and prune juice.

**Sunkist Growers, Inc. - Fresh Overseas Exports**  
P.O. Box 7888  
Van Nuys, CA 91409

*Contact:* Richard J. Mead  
Director, Export Marketing

*Telephone:* (818) 986-4800  
*FAX:* (818) 379-7143  
*TELEX:* 651413

*Commodities Exported:* Fresh citrus.

**Sunkist Growers, Inc. - Products Group**

P.O. Box 3720

Ontario, CA 91761

*Contact:* Sidney L. Garrett  
Export Sales Manager

*Telephone:* (909) 933-2085

*FAX:* (909) 395-5068

*Contact:* Ralph Carlson  
Licensed Products Manager

*Telephone:* (909) 933-2022

*FAX:* (909) 391-4200

*Commodities Exported:* Fruit juices and drinks, concentrates, candies, fruit flavorings, and oils.

**Swiss Valley Farms Company**

P.O. Box 4493

Davenport, IA 52808

*Contact:* Donald L. Brick  
Vice President, Manufacturing

*Telephone:* (319) 391-3341

*FAX:* (319) 391-7479

*Commodities Exported:* Whole whey, lactose, whey proteins, and Cheddar and Swiss cheese.

**Texas Citrus Exchange**

P.O. Box 793

Mission, TX 78572

*Contact:* Jack Carithers  
Vice President, Fresh Fruit Sales

Joel K. Wilsher  
Senior Vice President

*Telephone:* (512) 585-8321

*FAX:* (512) 585-1617

*Commodities Exported:* Fresh oranges and grapefruit, citrus fruit concentrates, and single-strength citrus fruit juices.

*Brands:* Texas Star and Big Tex.

**Tree Top, Inc.**

P.O. Box 248

Selah, WA 98942

*Contact:* Eric Shetterly  
Export Sales Manager

*Telephone:* (509) 697-7251

*FAX:* (509) 697-0421

*Commodities Exported:* Apple juice and cider, blended fruit juices, applesauce, frozen concentrates, evaporated and low-moisture apples, flake powder and apple fiber, and frozen apples.

**Tri-State Breeders Cooperative**

E 10890 Penny Lane

Baraboo, WI 53913

*Contact:* Bob Silveira  
International Sales Manager

*Telephone:* (608) 356-8357

*FAX:* (608) 356-3903

*Commodities Exported:* Frozen bovine semen. (Also see listing for World-Wide Sires, Inc.)

**Tri/Valley Growers/International**

P.O. Box 7114

San Francisco, CA 94120

*Contact:* Alan Elabd  
Director, International Sales Division

*Telephone:* (415) 837-2565

*FAX:* (415) 837-3994

*Commodities Exported:* Canned peaches, fruit cocktail, pears, and other canned fruits. Complete line of tomato products, and fruit juices.

*Brands:* Tri Valley, Red Pack, Glorietta, Sacramento, and S&W Fine Foods.

**Trout, Inc.**

P.O. Box 669

Chelan, WA 98816

*Contact:* Ric Easley  
Sales Manager

*Telephone:* (509) 682-2539

*FAX:* (509) 682-2651

*Commodities Exported:* Apples.

**21st Century Genetics Cooperative**

P.O. Box 469

Shawano, WI 54166

*Contact:* Kyle Alexander  
International Sales Manager

*Telephone:* (715) 526-2141

*FAX:* (715) 526-3219

*Commodities Exported:* Frozen bovine semen.

(Also see listing for World-Wide Sires, Inc.)

**Virginia-Carolina Peanut Farmers Cooperative Assn.**

P.O. Box 239

Franklin, VA 23851

*Contact:* Eddie Marks  
General Manager

*Telephone:* (804) 569-9255

*FAX:* (804) 569-9557

*Commodities Exported:* Virginia shelled, in-shell, and seed peanuts.

**Washington Rhubarb Growers Association**

P.O. Box 887

Sumner, WA 98390

*Contact:* Judith J. Nichols  
Manager

*Telephone:* (206) 863-7333

*FAX:* (206) 863-2775

*Commodities Exported:* Fresh and frozen rhubarb.

**Watsonville Berry Cooperative**

P.O. Box 825

Watsonville, CA 95077

*Contact:* Stuart Yamamoto  
General Manager

*Telephone:* (408) 724-5601

*FAX:* (408) 761-0237

*Commodities Exported:* Strawberries.



**Welch's, A Cooperative**

2 South Portage Street

Westfield, NY 14787

*Contact:* Donald J. Ray  
Marketing Manager, International

*Telephone:* (716) 326-3131

*FAX:* (716) 326-5239

*Commodities Exported:* Grape and fruit juices (concentrates, bottles, and cans), sparkling grape juice, fruit drinks, and Welchade. Grape and strawberry jelly, jams, and preserves.

**Winter Garden Citrus Products Cooperative**

P.O. Box 770399

Winter Garden, FL 34777-0399

*Contact:* Gordon Hunt  
Director of International Sales

*Telephone:* (407) 656-1000

*FAX:* (407) 656-1229

*Commodities Exported:* Frozen concentrated citrus juices and citrus by-products (bulk and retail pack concentrates). Single strength pasteurized orange juice.

*Brands:* Whole Sun and Sunshine State.

**World-Wide Sires, Inc.**

P.O. Box 149

Hanford, CA 93232

*Contact:* John W. Schouten  
Vice President, Marketing and Sales

*Telephone:* (209) 584-9281

*FAX:* (209) 584-2003

*TWX:* (910) 544-3235

*Commodities Exported:* Frozen bovine semen. (Cooperative marketing agent for Federated Genetics, KABSU, NOBA, Inc., Select Sires, Sire Power, Inc., Tri-State Breeders Cooperative, and 21st Century Genetics. Marketing agent in areas outside of the Americas.)

**Yakima Valley Grape Producers, Inc.**

P.O. Box 520

Grandview, WA 98930-0520

*Contact:* David Larson  
Raw Products Manager

*Telephone:* (509) 882-1223

*FAX:* (509) 882-1580

*Commodities Exported:* Fruit juices and purees - grape, apple, pear, and blends (Juices supplied in single strength, concentrate, and frozen forms).





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Rural Development Administration  
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Cooperative Services (1) helps farmers and other rural residents develop cooperatives to obtain supplies and services at lower cost and to get better prices for products they sell; (2) advises rural residents on developing existing resources through cooperative action to enhance rural living; (3) helps cooperatives improve services and operating efficiency; (4) informs members, directors, employees, and the public on how cooperatives work and benefit their members and their communities; and (5) encourages international cooperative programs.

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